

April 13 & 14, 1989
The Portman Hotel
San Francisco

INPUT Information Services Industry Conference

CONFERENCE AGENDA

Day 2, April 14

TAB

8:00 *Continental Breakfast*

9

8:30 **Professional Services Markets**
Presented by: Bob Goodwin, INPUT

10

9:15 **Electronic Data Intertrends**
Presented by: Vic Wheatman, Manager, INPUT Electronic Data
Interchange Program

10:00 *Coffee*

11

10:15 **Telecommunications: Asia/Pacific Rim Markets**
Presented by: Alex Graham, INPUT Principal Consultant

12

11:00 **Systems Integration Market Analysis**
Presented by: Doug Wilder, Manager, INPUT Systems Integration
Program

13

11:30 **Wrap-Up and Summary Session**
Questions with INPUT senior staff panel

12:00 *Adjourn*



INPUT Information Services Industry Conference

Day 1, April 13

CONFERENCE AGENDA

TAB

8:00 *Registration and Continental Breakfast*

1 8:30 **Information Services Industry Trends**
Presented by: Bob Goodwin, Vice President, INPUT

2 9:30 **Information Systems Management in the Next Decade**
Presented by: Norman Litell, Principal Consultant, INPUT

10:15 *Coffee*

3 10:30 **Information Services Industry Forecast, 1988-1993**
Presented by: Bob Goodwin, Vice President, INPUT

4 11:15 **Software Products Markets**
Presented by: Mary Raymond, Manager, INPUT Vendor Analysis Program

12:00 *Lunch*

5 1:30 **Network Services and On-Line Data Bases**
Presented by: Bob Goodwin, Vice President, INPUT

6 2:15 **Expert Systems and Artificial Intelligence Markets**
Presented by: Rob Elmore, INPUT Consultant

3:00 *Coffee*

7 3:15 **Network Management Trends in Integration**
Presented by: Alex Graham, INPUT Principal Consultant

8 4:00 **Federal Government Markets**
Presented by: John Frank, Vice President, INPUT Federal Information
Systems and Services Program

5:00 Session ends for the day

5:30- *Cocktail Reception*
7:00 Portman Hotel, Executive Conference Center Lobby



Friday, April 14

	Presentation	Usefulness of Materials
9. Professional Services Markets	_____	_____
10. Electronic Data Intertrends	_____	_____
11. Telecommunications: Asia/Pacific Rim Markets	_____	_____
12. Systems Integration Market Analysis	_____	_____
13. Wrap-Up and Summary Session	_____	_____

Comments on the above sessions: _____

Please rate the following on a scale of 1 (low) to 5 (high):

- _____ Quality and usefulness of material presented
- _____ Overall format of the conference
- _____ Hotel accommodations
- _____ Responsiveness of INPUT staff
- _____ Conference location
- _____ Overall conference rating

What did you like most about the conference? _____

What did you like least about the conference? _____

What changes/improvements would you suggest? _____

Thank You.



April 13 & 14, 1989
The Portman Hotel
San Francisco

INPUT Information Services Industry Conference

CONFERENCE EVALUATION

Your Name (Optional) _____

Company _____

We ask your help in evaluating the conference. Please complete this brief questionnaire and return it to INPUT or place it in the evaluation basket by the main meeting room door at the end of the conference session. Thanks!!

Please rate the following presentations on a scale of 1 (low) to 5 (high):

Thursday, April 13

	Presentation	Usefulness of Materials
1.	Information Services Industry Trends	_____
2.	Information Systems Management in the Next Decade	_____
3.	Information Service Industry Forecast, 1988-1993	_____
4.	Software Products Markets	_____
5.	Network Services and On-Line Data Bases	_____
6.	Expert Systems and Artificial Intelligence Markets	_____
7.	Network Management Trends in Integration	_____
8.	Federal Government Markets	_____

Comments on the above sessions: _____

INPUT



INFORMATION SERVICES INDUSTRY EXECUTIVE CONFERENCE

April 13-14, 1989

AMERITECH

Joe Grispo
Vice President -Marketing

Susan Hesterman
Marketing Manager -
Systems Integration

ANDERSEN CONSULTING

Robert C. Manion
Partner

ARTHUR YOUNG & COMPANY

Linda Dewitt
Manager - Management
Consulting Group

Jack Jorgensen
Partner

BECHTEL POWER CORPORATION

Georganne C. Proctor
Business Planning
Specialist

BELL SOUTH

John Lilly
Staff Manager

COMPUWARE

Robert Woodrow
Vice President/CFO

DELOITTE, HASKINS, & SELLS

Joe Masi
Partner

DIALOG

Dora Hardt Futterman
Market Analyst



DIGITAL EQUIPMENT CORPORATION	<p>George Starr Jr. Manager - Consultant/Analyst Relations</p> <p>William Dorfman Systems Integration Marketing Manager</p> <p>Jacques Gallet Manager, Enterprise Service Marketing</p> <p>John Hogan Marketing Programs Manager</p>
DMR GROUP	Katherine Ward Manager
FUJITSU AMERICA	George Tripsha Director of Sales and Marketing
GTE INFORMATION SERVICES	<p>Karen M. Salman Manager - Business Development</p> <p>Phyliss S. Tyree Senior Account Executive</p>
IBM CORPORATION	Frank Rotondaro Senior Service Market Analyst
IBM CANADA	Mark Nash Manager - Strategic Projects
IMS	Alex Kramer Vice President
INFORMATION CONSULTING GROUP	Corey Torrence Associate Director



INFORMATION ASSOCIATES

James Minno
Manager -
Business Development
Research

LITTON COMPUTER SERVICES

Ralph Bain
Director -
Advanced Programs

Joe Scott
National Marketing
Manager

Charleen Taylor
National Marketing
Manager

NCR CORPORATION

Gary Sult
Systems Manager

PRIME COMPUTER, INC.

Dennis Littlefield
Principal Consultant

STM

Peter Green
Systems Integration
Specialist

UNISYS CORPORATION

Jeff Caldwell
Director,
Corporate Planning

Robert Johnson
Vice President

US WEST INC.

Tony Piccirillo
Director,
Strategic Planning

INPUT

Rob Elmore
INPUT Consultant

John Frank
Vice President

Robert Goodwin
Vice President



INPUT CONTINUED

Alex Graham
Principal Consultant

Nancy Hill
Director, National
Accounts

Randi Paul
Vice President

Don Price
Manager, Marketing

Mary Raymond
Manager, Vendor Analysis
Program

R. Dennis Wayson
Vice President

Victor Wheatman
Manager, Electronic Data
Interchange Program

Doug Wilder
Manager, System
Integration Program

